

LOCKHEED MARTIN



# ATLANTA XXV

## Panel 2

Partnering with Smaller Businesses

In Competitive Environments

Large Company Viewpoints

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## **AQUISITION REFORM**

- Top DOD priority. Lots of success stories.
- DOD initiatives on commercial products and commercial practices need more attention
- Fertile ground for broadening industrial base and encouraging smaller businesses to participate in DOD requirements
- Larger businesses need to take the lead
  - Association activity
  - Direct company involvement
  - Flow the benefits of acquisition reform to supplier base
- Teaming is the key



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS**

### **GENERAL INDUSTRY INVOLVEMENT**

#### **Trade Associations Play a Key Role**

- AIA Establishes Supplier Management Council
- Better Representation for Supplier Issues
- Better Communication of Aerospace Industry

#### **Requirements**

- Supplier Measurement
- Acquisition Reform
- Electronic Commerce

#### **Role For Other Association Support**



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS**

- DOD downsizing requires that large businesses provide greater support toward meeting small businesses goals and objectives
- Traditional Government programs can be supported by large companies
  - Small Business
  - Small Disadvantage Business
  - Women Owned Business
  - HBCU/MI
- Small Business can contribute to best value. There are many high quality small business firms in the industrial base.



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS**

- Working with Historically Black Colleges and Universities and Minority Institutions (HBCU/MIs)
- Contract Awards for
  - Research and Development
  - Feasibility Studies
- Lockheed Martin Success Stories
  - Florida A&M University - Involved in Chip Wafer Fabrication and development of Ultra Capacitors - LME&M
  - Norfolk State - Light Weight Composite Material Testing for Tecnico



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS**

- Establishing Mentor / Protégé Programs
  - Assist Small Businesses in Business Development, Marketing, Quality Assurance, Human Resources, Engineering, Training etc.
- Lockheed Martin and Mentor Protégé Success Stories
  - LM Electronics and Missiles and TLC Precision-Chip wafer technology
  - LM Vought and Tecnico Light Weight Composite material - PAC-3 Missile
  - LM Electronics and Missiles and TJ Technologies - Ultra Capacitors - JASSM
  - LM Aeronautics and Enginetics - C130 Galley



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS**

- **Issues to be Worked**
  - Teaming Difficult - Limited Capital investment Available
  - Ensure Small Business receives contract after being part of competitive award
  - Keep Small Business involved when contract bundling. Requires innovation.
  - Keep open option for Small Business to be Prime with support by large business



## **SMALL BUSINESS - PARTNERING LARGE COMPANY VIEWPOINTS CONCLUSION**

- Industry looks for continued success with Small Business.  
All part of change.
  - Outreach through Home Pages
  - Meeting and Conferences
- Redefined relationships do not alter the imperative
  - Small Business participation makes sense - business sense.
  - Government and large business needs to agree on rules and expectations